



Joint Economic Development Legislative Committee Presentation

February 3, 2015

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THE UNIVERSITY
OF IOWA

Our role as a public research university

Expanding the existing economy ...



... while growing the new economy



Initiatives, programs and resources

UI Economic Development

WE MEAN **BUSINESS**



Objectives

- ❖ Helps launch startups based on UI research
- ❖ Connects new ventures to sources of capital
- ❖ Recruits entrepreneurs and executives
- ❖ Conducts market and business model analysis
- ❖ Provides education and mentoring for startups

24 startups in pipeline; **10** new ones added past year

Iowa Approach, medical device startup, recruited experienced CEO, raised \$300,000 in Series A round

BioPrint developing printing of tissues, organs



"Without UI Ventures, Immortagen would still be just an idea. Now we are close to entering the market with our personalized cancer services."

Kristina W. Thiel, Ph.D., Assistant Research Scientist and Co-Founder & CEO of Immortagen LLC

UI Research Foundation

CATALYZING DISCOVERY AND INNOVATION

Objectives

- ❖ Helps faculty & students invent new technology
- ❖ Educates faculty and students about IP
- ❖ Protects IP through patents and copyrights
- ❖ Provides proof-of-concept funding
- ❖ Markets technology to industry partners

32 options/licenses (**12** for Iowa startups)

29% increase in licensing income

44% increase in invention disclosures



"The licensing agreement, coupled with IAT's \$250,000 in non-dilutive funding, puts IAT in a strong position to attract additional investments and enable us to bring our cutting-edge communication tools to market."

Rives Bird, CEO, Iowa Adaptive Technologies (IAT)

Objectives

- ❖ Public-private prototyping partnership
- ❖ Engineering, physics, and private shops
- ❖ 3D printing, electronics and control software
- ❖ Open to students, faculty, public
- ❖ University & public inventors/entrepreneurs
- ❖ **Next step:** Iowa ProtoLabs

28 submissions from **10** towns, **8** counties since launching May 2014

17 consumer-based products, **11** medical devices

Assisted **5** students, **7** faculty, **15** members of public



"It makes it easier because I have no manufacturing capabilities. UI ProtoLabs helps me move up to the starting line."

Max Baker, UI Associate Professor in anesthesia and inventor of an anticonvulsant drug delivery device

Objectives

- ❖ Connects industry with academia for innovation
- ❖ Provides incubation space for startups
- ❖ Leases buildings, space to grow tech companies
- ❖ Access to interns, employees and research facilities
- ❖ UI-Kirkwood STEM Center (fall 2015)
- ❖ State Hygienic Laboratory

36 companies in park
employing **1,800** people

12 companies in BioVentures
Center

Home to **Bio::Neos, Higher
Learning Technologies,
SantosHuman Inc., VIDA
Diagnostics**



"Less than a month ago we announced 80 new jobs in the next 24 months, and today we are hiring 30 new employees. Our explosive growth is largely attributable to having the most highly educated work force in our industry."

Brad Baldwin, Vice President of Operations, MediRevv (March 2014)

Objectives

- ❖ Provides IT support for small businesses
- ❖ Offers IT training and workshops
- ❖ Works with JPEC to train & mentor entrepreneurs
- ❖ Partnership with community colleges

Worked with **75** small business in **25** towns and **18** counties since launching May 2014

Created **23** websites for businesses

Iowa-based placement after internships: **100%**

Opened new locations in **Sioux City** and **Council Bluffs**



"I liked the broad range of duties the job included, from web design to different programming scenarios to hardware setups—and working with the small businesses as well."

Nick Dykstra of Sioux Center, UI student and UI Partners employee



Objectives

- ❖ Trains & inspires the growing tech community
- ❖ Nine-week Dev/Iowa Bootcamp
- ❖ Workforce development, career change
- ❖ Interns highly sought by Iowa businesses
- ❖ **Next step:** Coding incubator

11 participants in summer Bootcamp

More than **50%** of Bootcamp participants successfully changed jobs

48 total participants across **6** different web development training workshops this fall



"It was highly effective for me. Having a programming skillset allows you the versatility to decide what field to go into when choosing your career."

Linda Oyolu, Grinnell College student and Dev/Iowa Bootcamp participant



VENTURE SCHOOL

Objectives

- ❖ JPEC program uses Lean LaunchPad curriculum that emphasizes experiential learning
- ❖ Six-week entrepreneurship training program
- ❖ Works with faculty, staff, students, public
- ❖ Helps assess & improve startup viability
- ❖ Connects mentors with budding entrepreneurs

54 Startup Teams since fall '13

165 entrepreneurs trained

7 cohorts across Iowa

Spring 2015 cohorts include
**Council Bluffs, Quad Cities,
Cedar Rapids, Cedar Falls**

Second Student Accelerator
planned summer 2015



"It's exciting to see the Quad-Cities region come together in new ways to support an innovative and entrepreneurial culture that will create new job opportunities and prosperity for future generations."

Paul Rumler, Executive Vice President, Quad Cities Chamber of Commerce

Objectives

- ❖ Provides advanced experiential learning opportunities for UI students
- ❖ Assists Iowa startup and early-stage companies with strategic business and expansion planning
- ❖ Connects students to Iowa companies for internships and full-time employment
- ❖ **New:** International business consulting for Iowa companies seeking to expand globally

54 interns placed with **30** businesses through Iowa Innovation Associates

56 projects completed by Entrepreneurial Management Institute faculty-student teams

Partnerships with **49** companies in **6** counties

Summer expansion into **Council Bluffs, Sioux City, Des Moines**



"The program was a great way to connect start-up companies with students and faculty. We were able to focus on building our company while the student consulting team provided us valuable research and gave us insights on where to focus our energy in the future."

Tim Roed, BlendCard

Objectives

- ❖ Provides STEM entrepreneurship training for Iowa high school teachers
- ❖ Develops applied entrepreneurship and STEM curriculum for Iowa high school classrooms
- ❖ Seeks opportunities to connect students with Iowa technology companies

99 K-12 educators from **40** Iowa school districts in STEM Innovator Institute

20 high school students in two-week STEM Innovation Institute

Partnership with **Kirkwood**, **7** school districts and **25** STEM business partners

Designing STEM Innovator course for UI-Kirkwood Regional Center (opening fall 2015)



"Thank you for this amazing learning opportunity. STEM Innovator changed my classroom processes including what I teach and how. You are helping us to create the next generation of innovative problem solvers."

Shelly Vanyo, Boone High School science teacher

Clients and collaborators



Elizabeth Caven
Pick A Brain
<https://pickabrain.co>



Linda Oyolu
IT Bootcamp participant
Grinnell student



Sandra Cronbaugh
von Essen Galerie
www.vonessengalerie.com



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